

ADAP Newsletter - April 2023



I've just returned from a fantastic trip to East Africa. It was so valuable to meet and spend quality time with incredible entrepreneurs whom ADAP is honoured to have in our portfolio. Meeting entrepreneurs face-to-face, having worked with them for over a year, and jumping in exactly where we left off from our last zoom call was a testament to the deep trust relationships we've established.

This trip also had great intentionality in seeing incredible leaders implementing their visions and building their companies. I was able to slow down and spend time with various customers and buyers; to understand the motivations of team members who have joined these high risk start-

ups; and to listen to various farmers in the field and doctors in the hospitals whose lives are being forever changed. Meeting with family members of both the entrepreneurs as well as of the customers of these businesses was a reminder of what it is all about. Approaching poverty differently with innovation truly changes the world.

It was great to be able to do our regular entrepreneur clinics, addressing and resolving poignant real life issues facing companies. This newsletter is far from able to do justice to incredible first-hand experiences, but hopefully gives a glimpse into the work that we are fortunate to collaborate with you in being a part of.

Cheers,

- ADAP

Entrepreneurs in Action!

[Dr. Joshua Kibera](#) from [The Pathology Network](#) (ADAP [Investee #22](#)) has continued to expand and build The Pathology Network, now with working with over 100 doctors each month and having served over 15,000 patients to date. Their recent expansion from 1 to 3 labs increases capacity for long-term growth.



[Betty Dejene](#) & [Betty Fikre](#) from [Zafree Papers](#) (ADAP [Investee #21](#)) already have purchase orders waiting for them as they complete the international quality control testing on their initial products, utilising their 100% tree-free pulp. They've also been getting some great media attention! Check out GreenBiz's ['The Corporate Hunger for Climate Tech'](#).



[Kevin Kibet Mochama](#) and [Bradley Opere](#) from [FarmMoja](#) (ADAP [Investee #23](#)) are literally seeing the fruits of their labour as they expand their network of avocado farmers, engaging with over 650 members of the community in their pilot program as they prepare to export high-value cash crops.



Catching Up... On Pivots



[Joy Lamptey](#) and her team are continuing to adjust and pivot the model at [Brighter Investment](#) (ADAP [Investee #24](#)) and are now working with the brightest post-graduate and under-graduate students with ambitious career plans. Make sure to check out our recording of her [Clinic](#) to hear more.



[Julie](#) with [M-Shule](#) (ADAP [Investee #15](#)) and his team continue to work with the hardest to reach population, utilising their SMS knowledge-building platform across East Africa. They were also highlighted in Tuko's article, ['5 Kenyan Tech Startups to Watch in 2023, Their Founders'](#). What an honour.

Portfolio Companies in the News

Excellent update on the continued progress of [Peter Awin](#) and the team at [Cowtribe](#) (ADAP [Investee #25](#)) as they increase the number of women livestock holders in rural Ghana. See the news in Business Ghana's article, ['Project Boosts Vaccine Uptake Among Women Livestock Holders in Ghana'](#).



Exciting progress for [Cosmas](#) and the team at [EFK](#) (ADAP [Investee #7](#)) as they continue to develop their range of products utilising [Megalo Oil](#). See more about the amazing potential of EFK's [Megalo Oil](#) in this [Kenya News](#) article, as they work with more diverse customers.



In Case You Missed It



Not able to attend our most recent series of live **ADAP Advisory Entrepreneur Clinics: 'A Different Approach to...'**? You are in luck because they are now available to watch on [YouTube](#) and from our website at [ADAPCapital.com/Clinics](#)! We look forward to expanding these innovative conversations in the future and look forward to more engagement with you.